

Evaluation Scoring

Notes to Evaluators:

Please provide detailed comments to assist in the consensus and debrief process.

Suggested scoring valuation: Please notice many of these points are not on a 1 to 5 scale and must be adjusted accordingly.

Remember to be consistent with scoring methodology

Example use only

0	Did not provide an answer	Firm Experience	Staffing/Resumes	Sample
1	Incoherent, communicates a lack of understanding and/or capability	7	5	3
2	Marginal, communicates a weak knowledge, understanding, and/or capability	14	10	6
3	Average, communicates an average knowledge, understanding, and/or capability	21	15	9
4	Good, communicates that they are good at what they do and have a good understanding	28	20	12
5	Excellent, communicates that they are not just good, but provide value added services and capabilities that may exceed expectations	35	30	15

Quotation Section (10%) Cost Proposal Score will be calculated by the contract manager.

The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. This means that the overall score for the cost proposal will account for the robustness of the proposer's qualifications as well as their proposed price. We will include both the blended hourly rate and the price quote in scoring the cost proposal. The cost proposal will be worth up to 10 percent of the total possible points – see the table on page 26 of the RFQQ.

Qualifications Section (65%)

Firm Experience (35%)

The Qualifications Section of the proposal must contain information that will demonstrate to the evaluation committee the Firm/Staff understanding of the types of services proposed, the ability to accomplish them, and the ability to meet tight timeframes. Firm experience will be scored based on the capacity and experience of the firm to perform work similar to the tasks described in this RFQQ.

Staff Experience/Resumes (30%)

Staffing will be scored on how the proposer staffs the project to perform work similar to the tasks described in this RFQQ, including the number of staff and the mix or make of the team and their various levels of experience. see page 23 of the RFQQ for details. The proposer must provide a resume for key staff and include information on the individual's specific skills, experience, certifications, significant accomplishments and responsibilities assumed on other similar projects related to the services proposed.

Sample Reports (15%)

This sample report will be scored based on how well its components respond to items listed under item "e." under "Report Results" on page 4 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.

Executive Order 18-03 & WA Small Business/Veteran Owned Business(10%) will be calculated by the contract manager.

This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver.

K689 - Security Assessment Services			
Vendor: Accenture			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	10.0	While the sample report fits the requirements... the flow of the report is odd and can be confusing. They chose to dump the list of findings with minor details up-front with more detailed technical breakdowns later on, but they also included a matrix in the beginning of the report that already does that.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	75.0	
Evaluator Initials :			
Date:			

Vendor: Affinity IT			
K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	12.0	The report is nice looking, but I would like to see a more detailed breakdown of each vulnerability. They have a section that says it's "vulnerability details and remediation" but it only shows remediation. I would expect some more detailed information for each finding. Overall it looks like a decent executive style report despite having a split section for "Executive Summary" and the rest of the sections of the report, this is still a report that I would hand off to an executive overall rather than the engineers.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	77.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Berry Dunn			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	13.0	The webapp sections look like they lift a lot of their potential findings from Burp, which is fine, but obvious. Their evidence/analysis is thorough, perhaps too much so that it makes the reporting somewhat verbose. That and some formatting issues would require some massaging, but otherwise a solid report
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	78.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: BPM			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	10.0	The report comes off as stiff, dense and somewhat confusing. It looks as though this would be a report that I would read prepared for the military. Overall the report looks somewhat unprofessional.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	75.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: CAI			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	4.0	The report does not go into enough technical detail and the findings are not written in a way that is logical and makes sense. They simply did not provide enough evidence to their findings where I would feel that they actually did what they said they did. Without providing adequate evidence they are just asserting that those vulnerabilities are there, not proving that those vulnerabilities are there.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	69.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Deloitte			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	4.0	I would of liked to see a summary of findings at the beginning of the report, somewhere in the executive section instead of just bar graphs.Their report also lacked any evidence in any of the findings, thus leading me to believe that they are just asserting that these vulnerabilities exist and expect us to take their word for it. Not a good practice.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	69.0	
Evaluator Initials :			
Date:			

Vendor: Digitech				K689 - Security Assessment Services			
				Quotations Section Section - Cost Proposal (10%)			
Cost Proposal		Total Possible Points	Scoring	Notes			
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.			
Price Proposal Total Score		10.0	0.0				
				Qualifications Section (65%)			
Experience/Staffing		Total Possible Points	Scoring	Notes			
Experience (35%)		35.0	15.0	They have not demonstrated any OT/SCADA experience.			
Staffing (30%)		30.0	15.0				
Qualifications Section Total Score		65.0	30.0				
				Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	6.0	The report will need some... messaging. There is some language that immediately jumps out as problematic from just an industry standard, let alone the work we do here. Additionally, they make some very wild assertions about an organizations risk, specifically the impact aspect. They also don't like to go the extra mile to show the actual work, just often something that is debatable as standards of evidence and could be chalked up to false positives.			
				Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.			
Vendor's Total Score for Proposal (out of 100%)		100.0	36.0				
Evaluator Initials :							
Date:							

K689 - Security Assessment Services			
Vendor: EideBailly			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	25.0	Firm seems experienced enough to handle the timelines and some of the projects outlined in the RFQQ. Does not demonstrate SCADA/OT experience
Staffing (30%)	30.0	15.0	Does not demonstrate SCADA/OT experience
Qualifications Section Total Score	65.0	40.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	Great report
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	55.0	
Evaluator Initials :			
Date:			

Vendor: Emagined				K689 - Security Assessment Services	
Quotations Section Section - Cost Proposal (10%)					
Cost Proposal	Total Possible Points	Scoring	Notes		
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.		
Price Proposal Total Score	10.0	0.0			
Qualifications Section (65%)					
Experience/Staffing	Total Possible Points	Scoring	Notes		
Experience (35%)	35.0	32.0			
Staffing (30%)	30.0	30.0			
Qualifications Section Total Score	65.0	62.0			
Sample Report (15%)					
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	Report is good. It's what I would expect from a moderately mature pentesting practice		
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)					
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.		
Vendor's Total Score for Proposal (out of 100%)					
100.0 77.0					
Evaluator Initials :					
Date:					

K689 - Security Assessment Services			
Vendor: ERM			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	I like how they are up front with their ICS methodology, haven't seen that a lot
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	10.0	report is okay, it starts out great, but starts to look very clunky and becomes difficult to read. The pages format changes between portrait and landscape, but the choices made for their tables cludges up the report.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	75.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: GSG			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	Good report
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	80.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Guidepost			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	15.0	
Staffing (30%)	30.0	15.0	I don't see any relevant experience in their testers
Qualifications Section Total Score	65.0	30.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	0.0	Did not see a report
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	30.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: KPMG			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	20.0	No specific SCADA experience
Qualifications Section Total Score	65.0	55.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	great report
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	70.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Lumen			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	13.0	I like the report, but it has some minor errors. The format is also difficult to read as it doesn't maximize the available space.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	78.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Online			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	One of the best reports we've got in this bunch. Easily readable, good blend of technical explanation
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	80.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Peraton			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	12.0	Report is okay, but I don't appreciate the move away from a standard "Critical, High, Medium, Low, Informational" scoring to whatever it is they have
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	77.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Plante Moran			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	14.0	Good report
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	79.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: RSI			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	15.0	
Qualifications Section Total Score	65.0	50.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	One of the better reports here
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	65.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: SAC			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	Great reports, I appreciate that out of all of them only a few included an ICS report and this was one of them.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	80.0	
Evaluator Initials :			
Date:			

Shorebreak

K689 - Security Assessment Services			
Vendor: Shorebreak			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	25.0	There aren't resumes, but they list their testers at the end of the report. It fits okay?
Qualifications Section Total Score	65.0	60.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	14.0	
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	74.0	
Evaluator Initials :			
Date:			

Soteria

K689 - Security Assessment Services			
Vendor: Soteria			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	80.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Spirent			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	Very slick report, good presentation of details
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	80.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: Summit			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	30.0	
Qualifications Section Total Score	65.0	65.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	14.0	Good report
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	79.0	
Evaluator Initials :			
Date:			

SystemSoft

Vendor: System Soft				K689 - Security Assessment Services	
Quotations Section Section - Cost Proposal (10%)					
Cost Proposal		Total Possible Points	Scoring	Notes	
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.	
Price Proposal Total Score		10.0	0.0		
Qualifications Section (65%)					
Experience/Staffing		Total Possible Points	Scoring	Notes	
Experience (35%)		35.0	30.0		
Staffing (30%)		30.0	20.0		
Qualifications Section Total Score		65.0	50.0		
Sample Report (15%)					
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	5.0	What they gave as a sample was too small, but looked okay.	
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)					
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.	
Vendor's Total Score for Proposal (out of 100%)		100.0	55.0		
Evaluator Initials :					
Date:					

K689 - Security Assessment Services			
Vendor: Tevora			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	20.0	did not demonstrate SCADA/ICS experience
Qualifications Section Total Score	65.0	55.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	Excellent report
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	70.0	
Evaluator Initials :			
Date:			

K689 - Security Assessment Services			
Vendor: WWT			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	35.0	
Staffing (30%)	30.0	20.0	does not demonstrate SCADA/ICS experience
Qualifications Section Total Score	65.0	55.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	14.0	Report is good.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	69.0	
Evaluator Initials :			
Date:			